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SELF ASSESSMENT GUIDE

Qualification:	AGROENTREPRENEURSHIP NC III		
Unit(s) of Competency Covered	<ul style="list-style-type: none"> • Engage agroenterprise (AE) industry stakeholders • Mobilize farmers participation in capacity building activities • Ensure product supply • Conduct collective marketing • Implement financial management 		
Instruction:			
<ul style="list-style-type: none"> • Read each question and check the appropriate column to indicate your answer. 			
Can I?	YES	NO	
ENGAGE AGROENTERPRISE (AE) INDUSTRY STAKEHOLDERS			
• Collect and supply validated data on farmers and stakeholders for project site selection *			
• Identify and recommend relevant partners who will provide support *			
• Identify and mobilize farmers for clustering (“group of 10-15 farmer-members”) *			
• Profile farmers in the cluster *			
• Facilitate the preparation of agreements related to agroenterprise implementation by cluster members *			
• Solve conflicts following agroenterprise policies and procedures			
• Record resolved conflicts *			
• Identify farmer-member’s issues and conveys the issues to concerned partners *			
• Facilitate registration of farmer’s organization following standard requirements *			
MOBILIZE FARMERS PARTICIPATION IN CAPACITY BUILDING ACTIVITIES			
• Identify and recommend to agroenterprise facilitator the prioritized capacity building interventions for farmer-members *			
• Prepare and submit letter to institutions aimed to seek support for farmers capacity building intervention *			
• Coordinate and monitor participation of identified farmers to capability building activities *			
• Conduct coaching and mentoring activities based on identified needs of farmer members *			

ENSURE PRODUCT SUPPLY		
• Identify product data based on information in existing and potential markets		
• Present the product prioritized based on established criteria to farmer members		
• Guide farmers in product selection through consensus *		
• Select data on production and best farming practices		
• Prepare production module based on collected data*		
• Get the approval of farmer members on the prepared production module		
• Prepare supply plan based on approved production module, farmer's commitment and product demand		
• Monitor the implementation of activities based production module *		
• Monitor the production volume based supply plan *		
• Adjust the supply plan based on monitoring results		
• Conduct work safety & health activities		
CONDUCT COLLECTIVE MARKETING		
• Guide farmer members in conducting market chain study *		
• Coordinate consolidation, selling and deliveries of produce based on Agroenterprise (AE) plan		
• Guide farmers in test marketing assessment *		
• Guide the adjustment of agroenterprise plan based on result of test marketing assessment *		
• Lead in putting in place business management structure, operating systems and policies *		
• Identify and recommend potential second liners		
• Guide farmers in conducting development or improvement of products based on market requirement *		
• Involve farmers in the review and improving AE business operation *		
IMPLEMENT FINANCIAL MANAGEMENT		
• Guide farmer members in computing financial requirements, break-even price and volume *		
• Get data from agroenterprise activities for financial analysis		
• Guide farmer members in preparing financial plan *		
• Guide farmer members in their membership to an organization for loan purposes		
• Monitor farmer members' compliance to loan payment agreement *		

• Orient farmer members on saving practices, schemes, mobilization, utilization and policies *		
• Practice record keeping on production and marketing, following industry requirements *		
• Prepare financial reports and assess financial performance		
I agree to undertake assessment with the knowledge that information gathered will only be used for professional development purposes and can only be accessed by concerned assessment personnel and my manager/supervisor.		
Candidate's Name & Signature	Date	

****Critical Aspects of Competency***